South African Small, Medium and Micro Enterprise (SMME) Financiers

Introduction

When asked, the majority of entrepreneurs will tell you that access to finance is their greatest challenge. This document provides an overview of organisations that provide funding to the smallest micro businesses all the way through to medium-sized enterprises. Funders may target certain industries, types of business or even geographical areas. By knowing who and where these financiers are, entrepreneurs can approach the most appropriate organisation that meets their specific needs and goals.
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Government Grants & Incentives
Aquaculture Development and Enhancement Programme (ADEP)
Automotive Investment Scheme
Black Business Supplier Development Programme
Business Process Services Incentive
Capital Projects Feasibility Programme
Clothing and Textile Competitiveness Improvement Programme
Co-operative Incentive Scheme
Critical Infrastructure Programme
Export Marketing & Investment Assistance Scheme (EMIA)
Film and Television Incentive
Incubation Support Programme
Isivande Women’s Fund (IWF)
Manufacturing Competitiveness Enhancement Programme (MCEP)
Manufacturing Investment Programme (MIP)
People-carrier Automotive Investment Scheme (P-AIS)
Sector-Specific Assistance Scheme
Seda Technology Programme
Support Programme for Industrial Innovation (SPII)
The Technology and Human Resources for Industry Programme (THRIP)
The Banks

**ABSA**

ABSA has created the following range of finance solutions for small businesses:

**Business Revolving Loans**

A Business Revolving Loan is a convenient way to access available funds without re-applying for financing every time it’s needed.

**Working Capital**

Easy access to available working capital makes a small business much more manoeuvrable, and allows it to instantly take advantage of business opportunities.

**Business Overdrafts**

A business overdraft on the Small Business Cheque Account will give access to additional funding without having to apply for a loan.

**Term Loans**

This is for clients who need to fund purchases without risking their cash-flow. A term loan can be structured to suit the needs of the business, i.e. monthly, bi-monthly, quarterly or annual instalments and repayment periods (terms) ranging from 12 to 60 months.

**Development Credit Fund**

This R200 million fund provides financial support to SMEs who do not have sufficient security or collateral, with poor credit records.

ABSA has partnered with the United States Development Credit Authority (DCA) to create a more flexible, realistic and relevant credit option for Small and Medium Enterprises (SMEs) than traditional loans.

Qualifying SMEs will include start-ups, existing and new customers who have insufficient security or collateral and who have been turned away by other banks.

**Absa Women Empowerment Fund**

SA women who own SMMEs could be eligible for this finance, subject to credit approval.

**Absa SMME Fund**

Previously disadvantaged individuals with 100% black owned businesses could be eligible for this funding, subject to credit approval. This fund will arrange business finance from R10 000 to R1 500 000 to suit the business needs (Note: maximum and minimum loan amounts differ by province).

**Technology Finance Solutions**

Technology procurement and financing through rental financing and discounts.

**Franchising fund**

For entrepreneurs who want to buy a franchise or already run a franchise with an annual turnover of less than R10 million.

**Vehicle and Asset Finance fund**

Loans are offered to new or existing ABSA clients for a new or used vehicle that is in excess of R75 000 and no older than three years. The three finance options are: instalment, lease and rental agreements.

**Commercial Property Finance (CPF)**

From basic offerings to complex financial structures, this division seeks to meet the customers’ property finance needs – from the purchase or development of an income-generating property for investment purposes, through to the acquisition of business premises for the client’s own occupation.

Website: [www.absa.co.za](http://www.absa.co.za)
Contact Support Centre: 0860 040 302
Al Baraka Bank

Al Baraka Bank, registered since 1989, pioneered Islamic banking in South Africa to meet the need for a system of banking which adhered to Islamic economic principles.

The bank, with a strategically located national branch network, is South Africa’s only fully-fledged Islamic bank and is a subsidiary of the international Al Baraka Banking Group.

Trade Finance - Murabaha

In South Africa, Al Baraka Bank has effectively provided trade finance based on Islamic financing principles.

Al Baraka can purchase a commodity at the request of the client and sell the commodity to the client on a Murabaha basis.

Typically the Bank grants a revolving trade finance facility to the client within this facility.

Asset-Based Finance - Murabaha

The Bank has successfully implemented the Murabaha sale with instalment repayments as a method of financing for all assets, which includes business equipment, industrial machinery and commercial vehicles.

Structured packages are advantageous as they allow a business to plan for growth, development and the upgrading of equipment. Since the price and instalments are fixed, forecasts and profitability are easier to predict regardless of market volatility.

Property Finance - Commercial and Industrial

Al Baraka Bank has considerable experience in the commercial property financing based on the sound Islamic economic principles of Murabaha and Musharaka.

These methods of financing allow their clients’ one of the following options:

Murabaha

The Bank will purchase the property and sell it to the client on a Murabaha basis at a price which includes a profit. The price is repaid in instalments over an agreed period. No changes can be made to the terms of the contract over the stated period.

Musharaka

This is a partnership contract between two or more parties who together provide the capital.

When entering into a Musharaka transaction for commercial property, the Bank and the purchaser agree to the proportionate share of the capital to be invested and the basis for sharing the income from the property. The purchaser can lease the property himself/herself, or lease it to other tenants.

Musharaka financing is particularly attractive to businesses in need of capital for expansion. The share of the profits and losses are agreed upon when the partnership is formed. The purchaser also has the option to buy out the Bank’s share over an agreed period.

Approved facilities are valid for a certain period and subject to the Banks valuation of the property. Repayment can be structured to suit their customer’s circumstances. At the end of the repayment period the customer will have acquired an income-generating asset.

Website: http://www.albaraka.co.za
Customer Services Centre: 0860225786
**First National Bank**

FNB Commercial provides financial solutions to SMME, Agricultural, Mid Corporate and Business clients.

**Business Overdraft**

A short-term, convenient credit facility that is tailor-made to give the business more financial flexibility. This is ideal for emergencies and unforeseen circumstances.

**The Vumela Enterprise Development Fund**

FNB Commercial, together with Edge Growth, manages the R186 million Vumela Enterprise Development Fund and through it makes equity investments into high growth SME’s currently struggling to access finance through traditional channels. Growth finance of this nature is challenging to access in the SA economy as it falls into the "missing middle".

**FNB Franchise Division**

All applications are handled and monitored centrally, while regional relationship managers are appointed to guide the franchisee through the application process.

**FNB Debtor Finance**

FNB’s Debtor Finance is a facility that improves the small business owner’s cash flow for immediate business growth. It is a non-disclosed facility, which is designed to afford cash flow acceleration against the security of his debtor’s book. This facility is available for businesses with an annual turnover of approximately R12 million.

**Vehicle and Asset Finance:**

*(See Wesbank pg 29)*

**Commercial Property Finance**

This can be for those looking to acquire/refinance office, industrial, retail or residential properties for investment purposes (rental stock). Or to purchase the office, industrial or retail building from which the business operates.

Website: [www.fnb.co.za](http://www.fnb.co.za)
Contact: Business Banker - 087 575 9479

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**Investec**

Investec is an international specialist bank and asset manager that provides a diverse range of financial products and services to a niche client base. SME-related financing products include:

**Corporate Lending**

Funding solutions range from acquisition finance, BEE funding and debt restructuring, through to leveraged recapitalisations, management buy-outs and buy-ins.

**Commercial Property Finance**

Each property deal is based on its individual merits and risks. If the client is an investor or developer of commercial, industrial or retail properties, Investec will provide a tailored solution that considers the client’s needs. Finance for existing buildings, developments or refurbishments, is also offered.

**Specialist finance products include:**

- **Power, Transport and PPP / Social Infrastructure Sectors**: Investec provides global expertise in advising and structuring specialist finance for complex infrastructure projects.
- **Aviation Finance:** Investec’s aviation team has significant experience in advising, arranging and participating in aircraft financing with transactions typically starting at $10 million.

- **Commodities and Resource Finance:** Expert teams provide tailored debt and equity financing solutions for mining and resource companies across both precious and base metals, in addition to certain bulk commodities (such as coal), in emerging and developed markets.

Website: [www.investec.co.za](http://www.investec.co.za)
Tel: 011 286 7000

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**Mercantile Bank**

Mercantile Bank offers a range of business lending products tailored to suit the entrepreneur’s unique requirements.

**Business Overdraft**

This prime-linked revolving credit facility linked to the business bank account can help the entrepreneur manage his cash flow and working capital requirements more effectively. It provides easy access to funds for unforeseen circumstances and is offered at competitive interest rates.

**Business Term Loan**

Mercantile Bank offers tailored business term loans to suit the entrepreneur’s unique requirements. Your Business Manager can assist in structuring a facility that will help him make key and timely purchases for his business.

**Leasing**

This financial service enables the business owner to select items he requires for his business operations, which are then purchased by Mercantile Bank and used by the business for an agreed period.

The entrepreneur pays cost-related rentals and Mercantile retains ownership of the goods for the duration of the lease. He can then purchase the equipment from the bank, sell it, trade it in or lease the equipment again.

**Instalment Finance**

Instalment Finance enables the entrepreneur to pay affordable instalments for moveable and durable goods. The bank purchases the goods and sells them to the business owner on agreed terms. The full amount, plus finance charges, is paid in instalments over an agreed period. Ownership of the goods lies with the bank until all payments are made.

**Rental Finance**

Mercantile Bank offers attractive rental products through its subsidiary company, Custom Capital, a rental finance company specialising in finance for a range of assets.

These include office automation, telecommunication products, security surveillance, medical equipment, construction equipment and computer equipment.

**Business Property Finance**

Mercantile Bank can help the entrepreneur to expand his business by providing tailored property finance for business premises.

Website: [www.mercantile.co.za](http://www.mercantile.co.za)
New Business & Franchising: Mareli Muller
Tel: 011 302 0522 mjmuller@mercantile.co.za
JHB Office Tel: 011 302 0300
Head: Business Banking: Riaan Klopper - rklopper@mercantile.co.za
Nedbank

Nedbank Business Banking offers these finance solutions to business owners.

**Overdraft facility**

An overdraft offers an easy way to access additional working capital and is linked to the current account of the business owner. The account covering ratio is not taken into account when calculating the facility.

**Vehicle, Plant and Machinery finance**

The finance offerings available include: financial rental, financial lease and instalment sale.

**Financial Rental**

This option works like a house rental, where the entrepreneur has uninterrupted use at an agreed interest rate, over an agreed term.

At the end of the term, he can decide to return the goods or take ownership, subject to various conditions. The primary difference between a rental and other agreements is that with a rental, VAT is charged monthly and not on the full purchase price at inception.

**Financial Lease**

A lease agreement provides clients with uninterrupted use of goods rather than ownership of these goods. Movable, durable goods are purchased by the bank, and then used by the client for an agreed period during which the client pays cost-related rentals. Ownership of the goods remains with the bank for the duration of the agreement.

**Instalment Sale**

An instalment agreement is applicable when a client purchases goods from the bank over a negotiated period at an agreed interest rate. The client undertakes to repay the full value of the goods, plus finance charges, in instalments over an agreed period.

**Commercial Property Finance**

Nedbank offers property financing through NedBond, a medium- to long-term loan that allows for the purchase of commercial and industrial property occupied by the company.

It provides up to 70% of the purchase price or market value, whichever is lower, of a property valued at a minimum of R720 000, over a period of 10 years.

Website: [www.nedbank.co.za](http://www.nedbank.co.za)
Tel: 0860 116 400
International: +27 11 710 4488

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**Standard Bank**

Whether a business needs to buy property, finance equipment or fund operating expenses, Standard Bank offers a number of financial solutions.

**Overdraft**

The overdraft is linked to the business account and can be used up to the business’s limit.

**Business revolving credit plan**

This product offers Business Banking customers a line of credit. The entrepreneur pays a minimum monthly repayment and the credit limit is restored automatically after 25% of the loan amount has been repaid.
The amount the business owner qualifies for depends on his repayment ability and can range from a minimum of R10 000 up to a maximum of R4 million.

**Business term loan**

This facility is a simple way to secure funds for a period of up to 10 years. The loan is repayable in equal monthly instalments.

**Medium term loan**

This is a customised term loan product with a fixed maturity period of between one and 10 years. Capital is repayable according to an individualised agreement and only the interest is payable monthly.

**Business mortgage**

A Business Mortgage provides the funds to buy a converted residential property, where a portion, or the entire property, will be used for business purposes.

**Property finance**

The Commercial Property Finance Product is a division within Personal and Business Banking (PBB) that looks after the property needs of the PBB client. There is a five million rand minimum loan amount on Owner Occupied and no minimum on Investor loan. There is no maximum on Owner occupied and a five million rand maximum loan amount on Investor Loans.

**Debtor finance**

The bank purchases approved trade debtor invoices with an agreed portion (usually 75%) being paid at the time of purchase and a similar portion paid on all future approved trade debtor invoices.

**Bankers’ acceptance**

A Bankers’ Acceptance is a bill drawn on the bank for periods of between 30 and 365 days. Once the bank accepts the bill, an amount equal to its face value, with less finance charges, is immediately paid into the business owner’s account. The full amount of the bill is payable on the maturity date.

Website: www.standardbank.co.za
Tel: 0860 109 075
Tel: 011 299 4633
Email: bizdirect@standardbank.co.za

**Government Funders**

**Development Bank of Southern Africa (DBSA)**

The DBSA is a state owned entity with the purpose of driving financial and non-financial investments in the social and economic infrastructure sectors. Water, energy, transport and ICT are its key focus areas.

Its investment products include Equity Funds, BEE financing of equities and private funding. The DBSA also manages three funds:

**Infrastructure Investment Programme for South Africa (IIPSA)**

IIPSA supports the implementation of the government’s infrastructure programme and address the constraints to infrastructure development in Southern Africa. The programme provides innovative financing involving the co-funding of EU grants together with loans from participating Development Finance Institutions. IIPSA will support the development of both national and regional infrastructure projects. [Click here](#) for more.
The Jobs Fund

The Jobs Fund, which the DBSA manages on behalf of the National Treasury, invites public, private and non-governmental organisations to submit innovative proposals that will facilitate job creation within the economy. The Fund offers once-off grants in the areas of enterprise development, infrastructure, support for work seekers and institutional capacity building. For more info click here.

The Green Fund

The objective of the Green Fund is to lay the basis for the South African economy to transition to a low carbon, resource efficient and climate resilient development. The Fund will only support initiatives that would not have been implemented without its support. It is additional and complementary to existing fiscal allocations. For more, click here.

Website: www.dbsa.org
Tel: 011 313 3911

The Eastern Cape Development Corporation (ECDC)

The ECDC distinguishes itself as the financial service provider for initiatives that bring with them a meaningful developmental impact on the Eastern Cape economy.

The ECDC will consider financing any developmental initiative where the head office is in the Eastern Cape, or when the greatest developmental impact of the initiative is experienced in the Eastern Cape economy.

Short term finance products

The ECDC's short-term financing methodology consists of the provision of small loans, contractor cash-flow facilitation, and trade finance vehicles, including:

The Imbewu micro loan aims to facilitate sustainability for small business enterprises in the province. The maximum loan amount is R20 000 over a period of 1 to 6 months. Upon settling the loan, the client receives 10% of the interest back in cash.

The Powerplus small loan aims to facilitate sustainability for small business enterprises in the province by providing competitively priced short term loans. Finance begins at R20 000 to a maximum of R500 000 over 12 to 36 months. The loan is linked to the prime interest rate. Upon settling the loan, the client receives 10% of the interest back in cash.

Our Workflow contractor loan facilitates efficient cash-flow for emerging and established contractors, particularly in the construction industry, who require capital advances in order to carry out their projects. Investment bracket: R100 000 to R20 million over 3 to 36 months at Prime -2%.

The Nexus trade finance product allows businesses servicing trade contracts in the Government sector or commercial contracts in the private sector to satisfy the terms of their contracts through efficient cash flow management. Investment bracket: R10 000 to R500 000 over 1 to 6 months at 0% interest.

Long term finance products

The Termcap loan and Equitrader equity finance product provide term loans and equity trading. The ECDC's current portfolio of long-term projects include greenfield projects, expansion projects, rehabilitation projects and property development projects.

The EQUItrader is a finance vehicle available for the effective facilitation of equity deals (especially BEE buy-ins and buyouts) through capital investment into client businesses.
The equity stake is sold on within 7 years of the date of the investment.

The **TERMcap Loan** is a vehicle by which capital is channelled to the client’s businesses to allow for financial viability and sustainability through term-defined debt financing. Finance begins at R500 000 to a maximum of R20 million paid over a period of between 5 to 7 years.

Website: [www.ecdc.co.za](http://www.ecdc.co.za)
Tel: 0860 323 2346

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**The Gauteng Enterprise Propeller**

The Gauteng Enterprise Propeller (GEP) is a provincial government agency established in 2005 to provide financial support and non-financial support to Small Medium and Micro Entrepreneurs (SMME’s) in Gauteng.

GEP is working towards enabling full SMME participation in the economy and ensuring their contribution to the creation of employment opportunities.

**Financial Support Programme**

The team at GEP will work closely with the entrepreneur to customise a finance solution to accommodate his particular needs.

**Benefits to Entrepreneurs:**

- Access to finance
- A flexible approach to doing business
- Competitive lending rates
- Fair conditions of contract
- Fair and equitable rates, terms and conditions
- Personalised service, information, advice and business guidance
- Access to support and capabilities normally only available to big business
- Aftercare service through relationship managers and mentors who will visit the business to offer advice or act as sounding board

**The Micro Finance Loan Programme**

The Micro Finance Loan Programme provides access to finance to micro and small businesses. This fund will benefit start-up and existing businesses that demonstrate the potential to grow and can contribute to the broader economic objective of job creation and poverty eradication in Gauteng.

**Loan Threshold:** R 10 000.00 - R 250 000.00

**Loan Products:**

- Contract Finance / Bridging Finance / Invoice Discounting / Project Finance
- Start-up Finance
- Expansion Finance
- Franchise Finance

Loans are charged at a low, fixed interest rate per annum with 36 months to pay.

**Collateral**

Collateral is subject to loan conditions. GEP will determine the collateral required on the basis of a feasibility repayment structure and the overall risk profile of each project.

**Initiation Fee**

An initiation fee is charged on all applications above R24,000. Below the R24,000 threshold the initiation fee is determined according to recommended NCR fee table.
**Benefits for SMME’s**

- Low, fixed interest rates
- After Care Support which may assist GEP in identifying extra interventions the SMME can benefit from, e.g. marketing, technical, legal or business management.

Website: [www.gep.co.za](http://www.gep.co.za)
Tel: 011 085 2001

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**Industrial Development Corporation (IDC)**

The IDC is a national development finance institution belonging to the government, designed to promote economic and industrial development. The IDC provides finance for industrial projects and promotes partnerships across industries in South Africa and beyond.

Types of IDC funding available:

**Development Funds**

These funds are aimed at supporting projects that will have high long-term impact on the economy through growth; bringing projects out of the informal sector and into the economic mainstream.

**Agro-Processing Competitiveness Fund**

This fund provides support and facilitates increased competitiveness, business growth, job creation and development in the agro-processing and beverages industries.

**Gro-e Scheme:**

Here the focus is businesses that operate in green industries, the agricultural value chain, manufacturing, clothing and textiles, footwear and leather, forestry, paper, pulp, furniture, chemical, pharmaceutical, plastics, mining value china, tourism and services, media and entertainment, and knowledge economy.

The Gro-e Scheme is aimed at start-up businesses and provides funding starting at R1 million to a maximum of R1 billion per project with interest of prime less 3% for loans and the Real After Tax Internal Rate of Return (RATIRR) of 5% for equity financing. Funding is available over five years or until the scheme is exhausted.

**Gro-e Youth Scheme**

The Gro-e Youth Scheme offers financial and non-financial support to youth enterprises. Other requirements and criteria are the same as the Gro-e Scheme.

**Product Process Development Scheme (PPD)**

This provides financial assistance to micro and small enterprises with total assets below R5 million, annual turnover less than R13 million, and the entity employing less than 50 people. The fund is intended to promote innovation and technology development by enabling the development of new products and/or processes.

**Risk Capital Facility Programme**

This fund provides risk finance to companies owned by previously disadvantaged individuals that show substantial job creation potential. Funding can be provided through 3 channels: Direct channel operating alongside IDC’s mainstream business; through a niche fund channel; and third party channel.

**Transformation and Entrepreneurship Scheme**

This has been set up to finance marginalised groups of South Africans such as women and the disabled. This fund also provides non-financial support such as business planning, training and mentorship.
Green Energy Efficiency Fund

This fund is aimed at helping South Africa transition to a low-carbon economy. It is intended to drive down energy-related costs, improve production capacity, operational effectiveness and competitiveness – thus aiding in job creation.

Women Entrepreneurial Fund

Funds will only be given to businesses with a minimum 50% shareholding by women and where women are involved in operations and management.

Funds are provided for businesses with a total asset base of less than R80 million and a maximum provision of finance is R30 million per transaction.

Distressed Fund

This fund is designed to assist small and medium businesses negatively affected by the global recession. The fund helps by building capacity in existing business – thereby creating jobs – as well as providing for working capital, operational and capital expenses, and assisting in competitiveness.

The Manufacturing Competitiveness Enhancement Programme (MCEP)

This is a new suite of incentives aimed at existing manufacturers. It is designed to promote competitiveness in the industry and ensure job retention. It consists of industrial financing loan facilities and production incentive grants.

The Ithala Development Finance Corporation Limited (Ithala)

Ithala development finance is mandated to promote development within Kwa-Zulu Natal.

The primary development focus of Ithala is to increase the participation of black people in all sectors of the economy, and positively impact job creation, skills development and training. Ithala has three major wholly owned subsidiaries, namely Ithala Limited, the KZN Growth Fund Managers and Ubuciko Twines and Fabrics (Pty) Ltd.

Ithala Business Finance

Ithala’s business finance solutions are designed for established and emerging businesses through the provision of short, medium and long-term lending products. Ithala focuses on the agriculture, agri-processing, services, trade, construction, manufacturing and tourism with specific geographic areas.

Ithala’s Co-operatives Lending Programme is aimed at mobilising communities in KZN to form co-operatives and access much needed finance. The programme aims to increase disposable income amongst participants in the second economy with the view to reducing poverty and unemployment.

Business support is a critical factor to ensuring successful enterprises and Ithala has regional Business Centres throughout the municipal districts of KwaZulu-Natal. This support network is coupled with skills development and mentorship programmes aimed at assisting emerging entrepreneurs.

Ithala Properties

Ithala Properties focuses on the development and management of industrial, commercial and small business infrastructure projects.

Ithala owns a large property portfolio in KwaZulu-Natal that includes industrial estates, retail and commercial premises and light industry factories.

Website: www.idc.co.za
Tel: 011 269 3000
Call Centre: 0860 693 888
Ithala Limited

Ithala Limited provides a range of key savings and investments products, insurance services and personal and home loan products to communities throughout the Province via an extensive distribution network of branches.

KZN Growth Fund Managers

The KZN Growth Fund Managers’ primary mandate is investment in infrastructure to promote economic development with in the Province. All the projects are undertaken with a view to broadening participation in the economy, with special emphasis on Black Economic Empowerment. Finance begins at a minimum of R25 000 to a maximum of R50 million.

Website: www.ithala.co.za
Head Office: 031 907 8911
Business Finance – Tel: 031 907 8762
Email: zmkize@ithala.co.za

Limpopo Economic Development Agency (LEDA)

LEDA is an economic development agency, following a merger of parastatals under the Department of Economic Development, Environment and Tourism.

LEDA has its head office in Lebowakgomo, in Polokwane, and twenty four satellite offices across Limpopo municipalities.

Funding of between R20 000 and R10 million is also provided to small businesses in all sectors excluding primary agriculture.

Tel: 015 633 4700
Email: info@lieda.co.za
Website: www.lieda.co.za

The National Empowerment Fund (NEF)

The NEF is a driver and thought-leader in promoting and facilitating black economic participation by providing financial and non-financial support to black empowered businesses, and by promoting a culture of savings and investment among black people.

The four NEF funds are:

iMbewu Fund

This Fund is designed to assist black entrepreneurs who want to start new businesses and existing businesses with expansion capital. The Fund offers debt, quasi-equity and equity finance products with the funding threshold ranging from a minimum of R250 000 to a maximum of R10 million. Funding is delivered in the form of Entrepreneurship Finance, Procurement Finance and Franchise Finance products.

Mnotho Fund

This Fund is designed to improve access to BEE capital. Funding ranges from R2 million to R50 million and is divided into five products: Acquisition Finance, New Venture Finance, Expansion Capital, Capital Markets, and Liquidity and Warehousing.

Rural and Community Development Fund

This fund was designed to promote sustainable change in social and economic relations and to support the growth and development in the rural economy.

The fund has three products: Acquisition Finance, Expansion Capital and Project Finance (New Venture/Start-up/Greenfields) with the funding threshold ranging from a minimum of R1 million to R50 million.
**Strategic Projects Fund (SPF)**

The SPF is at the centre of NEF’s investment strategy when it comes to securing the participation of black people in early stage projects. Its core function is to provide Venture Capital Finance to develop South Africa’s new and strategic industrial capacity within sectors identified by government as key drivers to economic growth.

Website: [www.nefcorp.co.za](http://www.nefcorp.co.za)
Tel: 011 305 8000
Call Centre: 0861 843 633 / 0861
Email: applications@nefcorp.co.za (Funding)
Email: info@nefcorp.co.za (General Enquiries)

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**North West Development Corporation (NWDC)**

The NWDC’s vision is to be the heartbeat of trade, investment, sustainable economic and job creation in the North West province.

An extensive range of services including property rentals, SMME development and CIPC registration remain at the heart of the NWDC’s 12 branches situated across the North West province and surrounding areas.

Funding is provided to small businesses across the province upon application. Loan amounts range from R1000 to R1 million.

Website: [www.nwdc.co.za](http://www.nwdc.co.za)
Head Office Tel: (018) 381 3663/4/5
Email: info@nwdc.co.za
Fund Administrators:

Ngaka Modiri Molema 018 – 381 3663/4
Moretele/Odi/Brits 012 – 719 8670
Bojanala Moss Sereme 014 – 597 3405

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**Small Enterprise Finance Agency (Sefa)**

Sefa was established in 2012 as a result of the merger of South African Micro Apex Fund, Khula Enterprise Finance Ltd and the small business activities of the IDC.

With a footprint of 9 offices country-wide, sefa aims to foster the establishment, survival and growth of SMMEs and contribute towards poverty alleviation and job creation.

**Direct Lending Products**

sefa provides finance directly to SMEs and co-operatives in all sectors of the economy. The facilities range from a minimum of R50 000 to a maximum of R5 million. Loans can take the form of a bridging loan, a term loan or structured finance.

**Wholesale Lending Products**

Through its wholesale lending, sefa provides facilities (debt/equity) to intermediaries, joint ventures, partnerships and other collaborative relationships. This target market is survivalists, micro, small and medium businesses (SMMEs), and co-operatives which fall into its funding gap.

Loans can range from R500 to R5 million, depending on the profile/needs of the enterprise.

sefa’s aim is to double the reach to 34 000 businesses and provide R1,6 billion worth of investments over the next five years.

Website: [www.sefa.org.za](http://www.sefa.org.za)
Call Centre: 0860 00 7332 (sefa)
E-mail: helpline@sefa.org.za

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Private Investors/Fund Managers

**Angel Investment Network**

South African entrepreneurs looking to finance their business ventures through traditional lending routes will often be frustrated and discouraged.

Unlike banks or other financial institutions, angel investors are willing to take a chance and invest money (often small amounts) in high-risk businesses, with the hopes of gaining high returns within a set period of time (usually five to ten years).

**The Investment Network**

www.angelinvestmentnetwork.co.za is a web-based matching service for angel investors seeking investment opportunities and entrepreneurs seeking capital.

This website is owned by Angel Investment Network Ltd, a London-based investment company founded in 2004. The company’s first online angel network was the UK’s www.angelinvestmentnetwork.co.uk.

Today there are 30 networks worldwide covering over 80 countries. Angel Investment Network Ltd brings the investment world much closer together by enabling entrepreneurs to contact investors locally, nationally and internationally (and vice versa).

The network currently has over 500,000 members worldwide making it the largest angel investment community in the world, and their database is growing daily.

Since it is an internet company, overheads are low and the contact process is streamlined. For this reason the rates are extremely competitive compared to many other Angel Groups.

**How the process works:**

1. An entrepreneur either in the idea phase or an established business needing between R100 000 to R100 million, who offers a return, may apply.
2. The entrepreneur must fill in the online form to submit a project to a network of 40 000+ investors.
3. Investors can then view the project and connect with the entrepreneur. 5000+ entrepreneur-investor connections are made every month.

Website: [www.investmentnetwork.co.za](http://www.investmentnetwork.co.za)

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**Ata Capital**

Ata Capital (Pty) Ltd is a majority black owned company established in 2012 to carry out the business of attracting and managing private and institutional investor capital.

Ata Capital currently has three funds under management, Ata Fund I, Ata Fund II and the Ata Resource Fund I. Ata Fund I and II are ‘Special Situations’ funds with a mandate to invest in and provide equity-linked financing solutions to Black Economic Empowerment (BEE) situations. Fund I will invest between R 5 million and R 15 million, while Fund II invests from R 50 million up to R 100 million.

**Ata Resource Fund I**

Ata Resources is a JV between Ata Capital and Acrux Resources. Ata Resources Fund I is an alternative mining finance fund focused on offering innovative financing solutions for junior mining and small to mid-tier production projects in sub-Saharan Africa. Fund size: $100 million.

Tel: 011 722 7317
Email: info@atacapital.co.za
Business Partners Limited

Business Partners Limited (BUSINESS/PARTNERS) is a specialist risk finance company that provides customised financial solutions, sectoral knowledge, mentorship and business premises for formal small and medium enterprises (SMEs) in South Africa and selected African countries.

BUSINESS/PARTNERS structures unique, customised financing solutions using equity, shareholders’ loan accounts, revenue sharing and term loans or any combination of these.

Applications for finance are assessed on the viability of a business, siting two important elements: the business and the entrepreneur.

The business evaluation includes the product or service and its market acceptability, market size, the gearing of the business, its ability to exist and grow, as well as the business’s history, the stage of its development and medium- to long-term profit potential, technical aspects and the business location.

In evaluating the entrepreneur, aspects such the ability to run a successful business on sound business principles, integrity, drive, vision and appropriate experience, are considered.

BUSINESS/PARTNERS considers financing applications up to R30 million in all sectors of the economy – except of on-lending activities, direct farming operations, underground mining and non-profit organisations — to those formal small and medium businesses whose gross assets are under R100 million, where annual turnover does not exceed R200 million with less than 500 employees.

Applications for financing below R500 000 are not considered and the company does not operate in the informal or micro enterprise sectors.

Property finance solutions

These include:

- The purchase of retail and industrial complexes valued up to R85 million
- Co-investing in retail, industrial and other commercial investments valued up to R150 million
- Finance of up to 110% of the purchase price for owner occupied business properties (subject to terms & conditions)
- The purchase of business properties for leasing back in order to unlock capital for business expansions.
- Up to 100% finance on existing business occupied properties to unlock capital for business expansion or other necessities (subject to terms & conditions)
- Tailor-made property financing solutions

Website: [www.businesspartners.co.za](http://www.businesspartners.co.za)
Tel: 0861 SMEFIN (0861 763 346)
Email: enquiries@businesspartners.co.za

Collins Private Equity Holdings

Arising from its activities in the property sector, the Collin’s Group also invested in non-property related transactions and interests in the automotive, battery, pharmaceutical and financial sectors. Following the success of these investments, in August 2004 the non-property assets were formalised into a new business called Collins Private Equity.

Collins Private Equity is based in Durban, but is involved in transactions throughout South Africa. Investment amounts can go up to a maximum of R25 million.

Website: [www.collinsgroup.co.za](http://www.collinsgroup.co.za)
Tel: 031 536 8004
Email: bruce@collinsgroup.co.za
Edge Growth

Edge Growth is an Enterprise and Supplier Development ("E&SD") specialist firm which provides the strategic knowledge, management guidance, operational tools and financial support that inexperienced entrepreneurs need to overcome growth obstacles and succeed in the long term.

ASISA Enterprise Development Fund

Edge Growth, in alliance with the Association for Savings and Investment South Africa (ASISA), manages an Enterprise Development Fund that invests in the strategic growth and development of SMEs.

The fund invests between R1m and R5m in high growth potential businesses, helping them to create sustainable impact and to align to the supply chains of our Investors.

Investments are structured using an optimised combination of debt and equity, with each investment receiving on-going post-investment support from the Fund Manager to ensure growth and sustainability.

The Vumela Enterprise Development Fund

FNB Commercial, together with Edge Growth, manages the Vumela Enterprise Development Fund, making equity investments into high growth SMEs currently struggling to access finance through traditional channels.

The Edge Action Fund Trust

The Fund was established in order to ensure that Enterprise Development delivers quick, responsible results for medium sized businesses. The fund pools multiple ED contributions and then channels them to worthy SME beneficiaries, who receive on-going support to ensure sustainability.

Website: www.edgegrowth.com
Tel: 010 001 3715
Email: cnaicker@edgegrowth.com

eVentures Africa Fund

The eVA Fund was launched in January 2010 and is dedicated to mobilize capital and experience in the Netherlands/Europe to invest in small and medium sized African internet related companies. eVA Fund focuses on development in terms of capital and business development support, i.e. knowledge, experience, access to proven business concepts/applications, and network.

Criteria

eVentures Africa Fund considers applications that meet the following criteria:

- Existing business with a track record of 2 to 5 years
- Funding requirements of $100,000 to $1,000,000
- Businesses in sub-Saharan Africa
- Business focus: internet and/or mobile applications, platforms, e-commerce and solution-providers (i.e. not in infrastructure and hardware)
- Sound strategy and business model
- Profitable, now or within a limited period of time

We invest in companies that use technology within Africa to build world-class platforms that deliver local content for Africa.

Website: www.eva-fund.com
Email: info@eva-fund.com
Grindrod Bank Limited

Grindrod Bank is a national financial institution with offices in Durban, Cape Town, Johannesburg and Pretoria. For two decades, Grindrod Bank has operated as a competitive investment bank offering a personalised approach to financial services through its established relationships with private, corporate and institutional investors.

Grindrod Asset Management (GrAM) was founded in November 2009, when a number of asset management projects within Grindrod Bank were grouped together under a single asset management brand.

Investment bracket: R10 million – R 30 million

Website: www.grindrodbank.co.za
Tel: 011 459 1860
Email: jannieg@grindrodbank.co.za

Grofin

Established in 2004, GroFin is a SME development financier assisting business owners to access tailored finance and experienced business support to start and grow successful businesses.

GroFin invests by partnering with local entrepreneurs and business owners that it remains actively involved in for the duration of the investment period, usually four to six years. Finance is structured according to each business’s needs and its cash flow projections on a case-by-case basis and can take the form of debt, quasi-equity or equity.

Finance provided ranges from USD 50 000 to USD 1 500 000 and can be used for a variety of purposes including:

- Starting, purchasing or growing a business
- The purchase or expansion of business premises
- Growing a new product line

Website: www.grofin.com
Tel: 012 998 8280
Email: info.southafrica@grofin.com

Grovest Venture Capital Company (Pty) Ltd

Grovest is South Africa’s first venture capital company incorporated under Section 12J of the Income Tax Act. This affords investors direct exposure to the rapidly growing VC sector in South Africa, while enabling them to write off up to 100% of their investment capital against their taxable income.

Grovest invests in high growth, scalable, low capex private companies, assisting them by providing growth capital and management support to gain traction and scale.

Its primary objective is to return between three and five times initial investment, which equates to an IRR of 28% over a three to seven year period.

The funding bracket ranges from R500 000 to R10 million.

Website: www.grovest.co.za
Tel: 011 262 6858
Email: jeffm@grovest.co.za
Horizon Equity Partners

One of South Africa’s longest established private equity firms, with a track record dating back to 1992, Horizon Equity Partners is widely recognised as a leading provider of development and buyout capital to SMEs.

Horizon Equity Partners invest amounts from R10m to R100m into privately held South African companies at most stages of the development cycle, from early stage through to pre-listing, including management buyouts. It is also able to organise and lead syndications with other venture capital firms for larger investments.

In general, Horizon Equity Partners invests as a minority shareholder and will take majority positions only in special cases.

Criteria:

Company Size: Companies whose enterprise value at the time of its investment, ranges between R20 million and R200 million.

Capital is provided for: growth capital, acquisition finance, buyouts, BEE (Black Economic Empowerment) recapitalisations public-to-private transactions and private investment in public enterprise.

Geography: Investment activity is focused on Southern Africa, but they will consider investments in the rest of sub-Saharan Africa in conjunction with a local co-investor.

Industry Sectors: Historically, investment activity has been concentrated around information technology, communications, payment technologies, retailing and distribution, logistics, food processing, healthcare and industrial manufacturing.

Other industry sectors of particular interest include: cleantech, alternative energy, and business process outsourcing. However, good businesses can be found in every industry and the fund is open to these opportunities.

Website: www.horizonequity.co.za
Tel: 011-502-6940
Email: info@horizonequity.co.za

Imbewu Capital Partners

Imbewu (meaning “seed” in Zulu) Capital Partners (Pty) Ltd is a black owned private equity and investment holding company. Imbewu invests, structures and raises funding for management buy outs, leveraged buy outs and strategic Black Economic Empowerment (“BEE”) transactions in partnership with management teams and shareholders.

Imbewu invests in businesses with sound business models, strong cash flows and a sustainable growth path.

Investments start at R 1 million with the maximum based on a case-by-case basis.

Website: www.imbewucapital.co.za
Tel: 031 566 1484
Email: gcina@imbewucapital.co.za

Inspired Evolution Investment Management (Pty) Ltd

Inspired Evolution was established in 2007 as a specialised investment business to lead sustainable clean energy and resource efficiency investments across sub-Saharan Africa. Investment size ranges from R 10 million to a maximum of R 115 million.

Website: www.inspiredevolution.co.za
Tel: 021 702 1290
Email: info@inspiredevolution.co.za
**Knife Capital**

KnifeCap is a Southern African growth equity fund manager focusing on technology-enabled ventures for a sustainable impact on innovation, job creation and growth.

**KNF Ventures**

KNF Ventures is the latest fund from Knife Capital launched in 2016 targeting early stage investments in startups with high growth potential. KNF aims to fuel growth in its portfolio companies through the application of Knowledge, Networks and Funding.

This fund is formed as a VCC which enables investors to write off up to 100% of their investment capital against their taxable income.

Website: [www.knifecap.com](http://www.knifecap.com)
Tel: 021 551 1269
Email: info@knifecap.com

**Lereko Metier Sustainable Capital Fund (LMSC)**

LMSC targets energy efficiency, renewables, water and waste management businesses and projects supporting Southern Africa's development objectives and environmental commitments.

Attractive opportunities in this asset class are being driven by sustainability and infrastructure requirements and a supportive policy environment. Metier has experience in developing successful business models to capture such opportunities profitably and to mitigate the risks of doing so.

This effort combines the industry expertise of its executives and is backed by their M&A and private equity skills, and the environmental, empowerment and sustainability reputation of the wider Metier private equity team.

Investments begin at R5 million to no more than R100 million.

Website: [www.metier.co.za](http://www.metier.co.za)
Tel: 011 268 4055
Email: info@metier.co.za

**Musa Capital Fund Managers (Pty) Ltd**

Musa Capital specialises in catalytic investment to ensure that investing in Africa triggers sustainable wealth creation both for Africa and its investment partners.

It is a lead innovator in mid-market private equity in Africa, investing anything from R 5 million to R 100 million per transaction.

The Fund’s investment focus is the middle market, and the investments are generally in midcap companies whose business models have great potential, but lack the resources to leverage their growth opportunity.

The Fund provides the required hands-on support across the entire business including amongst other things, managerial, board level and governance support.

Website: [www.musacapital.com](http://www.musacapital.com)
Tel: 011 771 6300
Email: info@musacapital.com
**Nodus Equity**

Nodus Equity is an open ended private equity investment company focused on medium sized businesses. Superior returns are targeted, enhanced through leveraging capital contributed and active support of investee companies.

Investment bracket: R 10 million – R 50 million.

Website: [www.nodus.co.za](http://www.nodus.co.za)
Tel: 011 327 6907
Email: nodus@nodus.co.za

**Omidyar Network**

Omidyar Network starts from a fundamental belief: People are inherently capable, but they often lack opportunity. We believe if we invest in people, through opportunity, they will create positive returns for themselves, their families and the world at large.

Pierre Omidyar experienced this first-hand as the founder of eBay. Just as eBay created the opportunity for millions of people to start their own businesses, we believe market forces can be a potent driver for positive social change. That’s why we invest in both for-profit businesses and non-profit organisations, whose complementary roles can advance entire sectors.

Omidyar Network invests in entrepreneurs who share our commitment to advancing social good at the pace and scale the world needs today. We are focused on five key areas we believe are building blocks for prosperous, stable, and open societies: Education, Emerging Tech, Financial Inclusion, Governance & Citizen Engagement, and Property Rights.

We take calculated risks in the earliest stages of innovation, helping to transform promising ideas into successful ventures. As an active impact investor, we provide vital human capital capabilities, from serving on boards to consulting on strategy, coaching executives to recruiting new talent. We also leverage the tremendous capacity of Web and mobile technologies to make a significant, widespread impact.

We focus our investments where we have direct experience and can have the greatest impact. In emerging markets, we create economic opportunity for the base of the pyramid through access to capital. In the developed world, we encourage individual participation in media, markets and government. In either case, we focus on what we believe are the most significant drivers of overall well-being and quality of life.

Website: [www.omidyar.com](http://www.omidyar.com)
Tel: 011 036 1900

**Silvertree Capital**

Silvertree Capital is a business builder, based in South Africa that operates and invests into young online businesses targeting the South African and Sub-Saharan African markets.

Our focus industries are online/mobile with clear revenue model; B2C e-commerce; price comparison for goods and services; and professional services using our capabilities at scale.

We focus on execution, using our track record in e-commerce and deep knowledge of Africa. We like business models that are simple or proven, with clear revenue streams, that take advantage of the mobile and Internet future, and that target growing markets and industries.
Silvertree Capital builds real businesses — and that means more than merely providing office space and some token equity. In addition to substantial equity investment, we can help with some or all of:

- Access to large-scale investors for rapid growth
- Professional management or management support
- Business plan and model development, consulting and/or feedback
- Marketing, logistics, IT, talent management and other support.

We are interested in strong concepts with the foundations of a good team, meeting our investment criteria, and with the potential to rapidly reach scale.

Website: www.silvertree-capital.com
Email: info@silvertree-capital.com
Tel: +27 (0)21 286 1666

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**Corporate Acquisitions**

TriVest also provides equity for and organises the acquisition of privately-held or smaller public companies, as well as subsidiaries or divisions of larger business enterprises. The management team of the acquired entity will typically have a meaningful investment and a performance-based compensation plan.

**Recapitalisations**

TriVest will provide funds for thinly capitalised businesses, or for purposes of deleveraging highly geared balance sheets. We can also act in situations where an existing shareholder is being replaced.

Website: www.trivest.co.za
Tel: 010 001 0540
Email: info@trivest.co.za

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**Utho Capital Fund Managers**

UCFM is a private equity fund manager, whose first fund was launched in April 2011. The focus of the fund is on SMME’s in the infrastructure sector, with an investment of between R 2 million and R10 million.

Website: www.utho.co.za
Tel: 011 234 1370
Email: modulam@utho.co.za
Zimele

Zimele was started by Anglo American in 1989 to assist historically disadvantaged South Africans to own and run their businesses. Zimele also teaches entrepreneurs essential business skills to ensure their businesses will run successfully.

Zimele operates six funds through which it provides funding.

The Anglo American Sefa Mining Fund

This Fund is a joint initiative between our South African operations and sefa, the Small Enterprise Finance Agency SOC Limited, a government owned entity that promotes SME development. The Fund helps grow emerging black empowered mining companies into commercially bankable enterprises.

The Fund provides equity and loan finance of up to R30 million per project. It also provides technical support during high-risk exploration and pre-feasibility studies.

Find out about the Fund’s evaluation criteria and application processes

The Supply Chain Fund

The Supply Chain Fund helps our procurement departments to identify appropriate black-empowered SMEs and supports them by linking them with the appropriate commodity teams within the Group.

The Fund provides equity and loan finance of up to R5 million per project. It also supplies hands-on support, business guidance and skills transfer.

Find out about the Fund’s evaluation criteria and application processes

The Community Fund

The Community Fund is managed through a network of 22 small business hubs that are based both within the communities where we operate and labour-sending areas around the country. It provides funding, training and skills development for entrepreneurs and business owners. The Fund provides loan finance of up to R2 million per project, at preferential interest rates, to entrepreneurs and SMEs.

Find out about the Fund’s evaluation criteria and application processes

The Green Fund

The Green Fund targets investment opportunities that mitigate carbon, reduce energy and water consumption, and improve waste and emissions management. The Fund provides funding of up to R10 million per project or business.

Find out about the Fund’s evaluation criteria and application processes

The Godisa Fund

The Godisa Fund is a tripartite agreement between Transnet, The Small Enterprise Finance Agency (sefa) and Anglo American.

The focus of the Fund is the development of black-owned small and medium enterprises (SMEs) primarily in Transnet’s procurement value chain, with focus on the company’s rail and port businesses.

Each partner in the Fund contributes R55m towards the Fund, which totals R165 million.

Find out about the Fund’s evaluation criteria and application processes
The Sebenza Fund

The Sebenza Fund, will channel R500 million into communities throughout South Africa, particularly poverty nodes, with Anglo American and the Development Bank of Southern Africa (DBSA) each contributing R250 million. Sebenza expects to create 8,000 new sustainable jobs and support 1,600 SMEs over the next three years.

The Sebenza Fund operates with a network of 20 business development hubs across South Africa. As a result, Zimele has more than 40 hubs nationwide, giving entrepreneurs access to affordable finance and on-going business development support (BDS) and mentorship.

Find out about the Fund’s evaluation criteria and application processes.

Contact Centre: 0860 ZIMELE (946353)
Email: zimele@angloamerican.com
Web: http://southafrica.angloamerican.com/

AngelHub (Pty) Ltd

AngelHub Ventures is an Angel seed fund investing into lean start-ups with disruptive business models enabled by technology. The business must attack existing profitable industries, be scalable and poised for growth, have a strong leadership and already have a minimum viable product. Investment bracket: R 500 00 – R 2 million.

AngelHub does not fund capital intensive businesses (e.g. property investments), non-profit businesses, grants, donations or sponsorships of any kind.

Website: www.angelhub.co.za
Tel: 021 551 1269
Email: info@angelhub.co.za

Blue Strata Trading

Blue Strata Trading is an import and working capital specialist that handles thousands of shipments and imports in excess of R4 billion annually.

Blue Strata facilitates the import transaction from order placement, confirmation and tracking through to the hedging of foreign exchange risk and the management of import logistics until delivery to the entrepreneur.

On delivery of the goods, Blue Strata provides a single invoice consolidating the total landed Rand cost per item, effectively becoming a local supplier of the imported product.

By financing the cost of goods as well as the forwarding and clearing costs, Blue Strata releases the working capital tied up in the client’s import and provides him with payment terms that closely match his cash flow cycle.

Website: www.bluestrata.co.za
Tel: 011 245 5600
Email: info@bluestrata.co.za

Micro (to small) Financiers

4Di Capital (Pty) Ltd

4Di Capital is an independent early-stage technology venture capital firm based in South Africa’s “Silicon Cape”. Nurture capital is the term that best describes 4Di Capital’s purpose and philosophy.

Early-Stage Technology Fund 1 targets start-ups with high growth potential at the seed- and early-stages in the mobile, enterprise software and web sectors. Investments range from R100 000 to R5 million.

Website: www.4dicapital.com
Tel: 021 659 2042
Email: anton@4dicapital.com

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Tel: 011 245 5600
Email: info@bluestrata.co.za

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Website: www.4dicapital.com
Tel: 021 659 2042
Email: anton@4dicapital.com
i-Cubed Capital

iCubed Capital’s investment acquisition philosophy includes both long term and medium term investments, with a 5-7 year exit strategy. iCubed invests in the general retail, real estate and FMCG industries.

The company also acquires family businesses where there is no intention of succession planning and looks to form joint venture partnerships with businesses looking to expand their existing operations through a growth strategy.

Website: www.icubedcapital.co.za
Tel: 011 492 1518
Email: info@icubedcapital.co.za

Ikwezi Tourism Facility

The Tourism Enterprise Partnership (TEP) and sefa (Small Enterprise Finance Agency) joined forces to develop an assistance facility that can support a more holistic approach to developing small, micro and medium enterprises (SMMEs) in the tourism industry.

The Ikwezi facility combines the ability to access loans, while receiving dedicated enterprise support through TEP’s proven development methodology.

A fund of R50 million has been ring-fenced specifically for the Ikwezi facility, which is managed by a dedicated team at TEP.

Loans ranging from a minimum of R10 000 to a maximum of R5 million will be available to qualifying enterprises.

Website: www.ikwezifacility.co.za
Tel: 011 880 4712
Email: info@ikwezifacility.co.za

Identity Development Fund Managers (IDF)

IDF Managers was established in 2008 to exploit the opportunity of profitably investing in the entrepreneurial SME sector by providing appropriate products and support.

Funding products are structured according to the capitalisation needs of each business and the structuring is determined on the commercial merits of each case.

To date, the organisation’s funding products have taken the form of debt, equity and quasi-equity.

The funding period typically ranges between 4 to 5 years, and for short term funding, can go as low as 3 months. Transaction size ranges from R30 000 to R5 million.

Website: www.idf.co.za
Tel: 011 772 7900 / 7910
Email: info@idf.co.za

The Masisizane Fund

The Masisizane Fund is an initiative of Old Mutual established in 2007. The Fund was set up as a non-profit funding company to provide loan financing and support to Small, Medium and Micro Enterprises (SMMEs).

Minimum loan amounts start at R150 000 and maximum R10 million with a repayment term of up to 5 years. Contract financing is offered to clients to assist with cash flow needs and on a maximum 90-day repayment term.

Website: www.oldmutual.co.za
Tel: 011 217 1767 (small bus solutions)
Merchant Capital

Merchant Capital is an innovative solution for South African small and medium businesses struggling to access working capital for growth. We use a unique model based on future credit and debit card sales to provide a cash injection for growing businesses.

Merchant Capital knows that small businesses can't rely on easy access to traditional lenders and that they are looking for a dependable cash flow alternative. The company is partnered with Merchant Cash and Capital, one of the United States' leading providers of the Merchant Cash Advance.

If the business has been in operation for more than 12 months and turns over more than R30 000 in monthly card sales, the required cash can disburse in as little as 3 days.

Merchant can provide up to 80% of the average credit and debit card turnover as working capital. The entrepreneur does not need security to access a loan.

Website: [www.merchantcapital.co.za](http://www.merchantcapital.co.za)
Tel: 011 217 2880
Email: info@merchantcapital.co.za

Merchant Factors

Merchant Factors was founded in 1988 to offer growing businesses an alternative to traditional bank loans and overdrafts.

The company prides itself on innovation and flexibility, offering local and cross-border trade finance. It is able to tailor its facilities to suit most emerging small and medium size businesses.

Clients’ turnovers range from R100 000 per month to R15 million per month.

Services

- Factoring / Debtor Finance and Administration Services
- Trade Finance
- Invoice Discounting
- Bridging Finance

Qualifying criteria

- The client sells on credit terms not exceeding 120 days
- He deals business to business only. Sales to debtors who are individuals or sole proprietors are excluded
- He sells on an outright basis, not on consignment or "sale or return"
- He has no contractual obligations that need to be performed at a future date (such as retentions, progress payments, interim claims or draws)

Debtor administration services

- Debtor administration services cover:
  - Opening of new debtors accounts
  - Checking the completion of credit application forms
  - Performing the necessary credit checks
  - Accessing credit limits based on the credit reports obtained
  - Sending reminder letters and final demands where necessary and as guided by the client
  - Verifying deliveries as an after-sales service
  - Assisting in the settling of disputed accounts and liaising with attorneys when accounts are handed over.

Website: [www.mfactors.co.za](http://www.mfactors.co.za)
Tel: 021 466 5244
Tel: 011 447 2513
Tel: 031 312 2360
RainFin

RainFin is an online lending marketplace that connects borrowers seeking transparent, cost effective loans with lenders wanting great returns.

Obtaining funding via RainFin provides access to alternative funding sources, including the South African population, institutional investors and other corporates.

Here is what your business needs to apply:

- Must be a South African business
- Have a fairly good to great business credit rating
- Directors are required to have a good credit rating
- An annual turnover of over R1 Million
- Have proof of transactional history

Apply for a loan from R10 000 to R750 000 and repay your loan over 12 to 48 months.

Website: [www.rainfin.com](http://www.rainfin.com)

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Rand Trust

Rand Trust was established in 1958 and provides finance by converting receivables into cash and in so doing, assists in financing growth in credit sales, where clients have limited access to capital.

Costs are minimised by allowing clients to select which invoices they wish to convert to cash. In addition, a fully outsourced debtor administration function is provided by administering receivables on specialised computer programmes, customised to suit the exact requirements of various industries.

Rand Trust’s experienced management team offers the client the opportunity and expert advice to unlock the full potential of his business by improving access to working capital and assist with cash flow challenges.

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Real People

Incorporated in 2001, Real People is built on a focused portfolio of businesses that centre around providing responsible finance and customer-centric debt rehabilitation solutions to individuals and businesses.

It’s portfolio of businesses cover:

- Home Finance
- Education Finance
- Business Finance
- Rehabilitative Finance

Debt Rehabilitation Solutions

- Portfolio Recovery Solutions

SME Finance

Whether the customer is an aspiring entrepreneur with a great business idea or an existing entrepreneur with an established business, Real People provides finance to those SME’s who would not normally qualify for commercial bank funding due to inadequate own contribution and collateral.

- Loans up to R5 000 000 (All loan applications are subject to final credit approval, terms and conditions apply)
- Up to 84 months to pay
- Interest rates from approximately 15% to 22%. (Interest rates are subject to the prime bank lending rate which can vary. Real People reserves the right to change the above-mentioned guidelines at their discretion.)

Website: [www.randtrust.co.za](http://www.randtrust.co.za)
Tel: 011 844 7160
Chris Eyre - chris@randtrust.co.za
Shayne Nicolas - Shayne@randtrust.co.za
**Requirements**

To qualify loan the entrepreneur must have a:

- Viable business idea or proposition
- Minimum own contribution of 15%
- Minimum collateral of at least 50%
- South African Identity Document
- Passion to succeed or at least some previous experience in the chosen field
- Willingness to undergo SME.

Website: [http://smeloans.realpeople.co.za](http://smeloans.realpeople.co.za)
Email: SME@realpeople.co.za
Tel: 010 245 8000/1

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**ReichmansCapital**

ReichmansCapital offers working capital and medium term finance to growing owner-managed businesses, together with prompt, viable and realistic finance solutions to meet business owners’ funding and finance needs. Our product offering includes:

**Working Capital Finance**

- International and local trade finance
- Debtor finance
- Asset based lending

**Medium Term Finance**

- Asset and equipment finance
- Specialised growth funding
- Sale and leaseback finance

As a member of the Investec Group of Companies, ReichmansCapital has access to a wide range of services and expertise.

Website: [www.reichmscapital.com](http://www.reichmscapital.com)
Email: info@reichmscapital.co.za
Tel: 011 286 8275
Tel: 021 416 4000
Tel: 031 575 4881

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**Retail Capital**

In 2011, Retail Capital was established to provide small businesses in the retail, restaurant and beauty industries - and medical practitioners - with an accessible, flexible and convenient alternative to traditional small business loans.

Retail Capital partners with its customers, linking payments to business turnover so that they match the cash flow cycles of the business to ensure affordability. Each advance is tailored to the specific needs of each business owner and all costs are fully transparent and are agreed up front.

This financier does not require security or place restrictions on the use of the funds and the money is available within 10 days.

Website: [www.retailcapital.co.za](http://www.retailcapital.co.za)
Tel: 021 712 9900
Email: enquiries@retailcapital.co.za

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**Royal Fields Finance**

Royal Fields Finance was started in 2009 to provide specialised short-term funding to SMEs and start-up ventures. The company focuses on SMEs that are unable to raise funding from traditional funding institutions due to a lack of trading history, security and risk capital.

The company provides short-term loans of between R70k and R2.5m to businesses across a wide array of different sectors.

The specialised short-term funding covers project-specific finance, supply chain finance, bridging finance, invoice discounting and working capital.
**Working Capital**

This is provided to small businesses temporarily in need of cash. The borrower must demonstrate cash flow (e.g. tenders, contracts) out of which the facility will be repaid.

**Bridging Finance**

This is a short-term loan (usually 1 – 6 months) intended to bridge the finance gap between transactions.

**Contract / Project Finance**

This facility is intended for borrowers with public / private sector contracts to provide goods and/or services. This working capital that can be utilised to cover the cost associated with fulfilling the contract.

A borrower MUST be in possession of a contract in order to access this funding.

**Trade Finance**

Royal Fields Finance can provide short-term funding for the importation of goods into South Africa. If required, it also assists in mitigating the risk of importing these goods.

**Asset Finance**

Asset Finance products in several forms are intended to cover IT and office automation, plant and machinery, delivery vehicles and office furniture.

Website: [www.royalfields.co.za](http://www.royalfields.co.za)
Tel: 086 178 9607
Email: info@royalfields.co.za

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**WDB Investment holdings**

WDBIH is a private enterprise formed in 1996. Its main beneficiary and shareholder is the WDB Trust, which focuses on the social and economic upliftment of rural women and households, principally by providing micro-enterprise credit and business skills training to aspiring female entrepreneurs.

The WDBIH ED Fund provides loans between R50 000 to R400 000.


Website: [www.wdbinvestments.co.za](http://www.wdbinvestments.co.za)
Tel: 011 341 9900
Email: mpumim@wdbih.co.za

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**Bidvest Bank**

As a provider of asset-based lending in the vehicle market, Bidvest Bank also has a wealth of experience in asset-backed funding in other fields, most notably the medical and commercial property sectors.

**Fleet & asset finance**

Commercial vehicle and asset finance can take the form of:

- Full maintenance leasing: Remove the risk of vehicle resale, ownership or maintenance. Costs remain fixed throughout the contract's duration.
- Operating rentals: Remove the risk of ownership and improve the cash flow for your business.
- Sale and leaseback: We'll assist with converting existing owned fleets to leased fleets.
- Instalment sale/financial lease

**Medical equipment**

Medical professionals can procure the equipment they need to build their practices without the commitment of large amounts of upfront capital. Finance can be made available on a comprehensive range of sophisticated equipment.

With medical equipment finance, you select the repayment period - from 24 months to 60 months. The capital sum and interest charges are paid off by the end of the term.

**Commercial property**

With a specialised approach on commercial property, we can provide asset-based funding to investors, owner-occupiers, those looking to buy their business premises, and those in the property development industry.

Bidvest Bank's commercial property finance enables our corporate clients to renovate commercial, industrial or retail property, or to re-finance an existing funding structure.

The maximum term is 10 years and the maximum capital amount is R200 million.

The property in question becomes security for the loan and up to 70% of the property’s value will be advanced to the client.

**Centrafin**

Centrafin commenced operations in 2002 as an independent financial intermediary in the Operating Rental market. In 2012 Centrafin became a full subsidiary of the PTH group.

Centrafin provides a range of finance products including Operating Rental, Hire and Service Agreements and Short Term Project Finance for technology-based equipment.

**Operating Rental/Lease**

Centrafin offers Operating Rental/Lease Finance for technology based equipment countrywide. This enables customers to acquire equipment and still be able to upgrade equipment as technology changes.

Operating Rental/Lease provides a fully tax deductible operating expense to a business.

**Hire & Service Agreements**

Centrafin works with group and selected partners to provide customers with an agreement covering both the hire of equipment and ancillary services.

**Bridging / Project Finance**

For qualifying customers, Centrafin will fund the acquisition of equipment required to complete an order or bridge the period from invoice to payment by a supplier.

Website: www.centrafin.co.za
Tel: 011 654 6460
Email: info@centrafin.co.za
First Asset Finance

First Asset Finance is a specialised asset finance company, operating throughout South Africa since 2008. The company enjoys long standing relationships with dynamic like-minded businesses.

Asset Finance

Medical equipment: First Asset Finance has financed hundreds of doctors, purchasing a range of new or used assets from various medical suppliers.

Other equipment: Through selected suppliers, First Asset Finance has financed ATM’s, telephone systems, printers and copiers, security equipment, computer equipment, and many other movable assets.

Instalment and Rental finance

Traditional purchasing of assets used instalment sales as the method of choice. While First Asset Finance does provide this option, it believes instalment finance is becoming less popular amongst clients.

Rental finance allows the business owner to enhance his debt/equity ratios, by renting instead of buying assets and equipment.

Website: www.faf.co.za
Tel: 0800 212 537
Email: info@faf.co.za

Solutions are tailored to finance the following industries:

- Aviation
- Agricultural
- Computer
- Medical
- Earthmoving and Construction
- Mining
- Commercial Vehicles markets

Finance options can take the form of an instalment sale, financial lease, rentals and preferential funding mechanisms.

Website: www.asset-finance.co.za
Tel: 082 8253 044
E-mail: info@asset-finance.co.za

Merchant West

Established in 2002, Merchant West Holdings offers specialist business finance and advisory services through its subsidiaries.

Its main focus areas are asset finance, full maintenance lease, specialised finance, working capital solutions and treasury risk management solutions.

Asset Finance

Merchant West supports successful business expansion by providing innovative and customised asset finance services. Assets accommodated include office automation, information technology, yellow metal, earth moving equipment and commercial vehicles. We also assist in the importation of capital equipment purchases.

The Industries Merchant West operates in are telecommunications, office automation, information technology, infrastructure, mining and transport.
Asset Rentals

To support positive cash flow management and an enhanced debt to equity ratio, Merchant West can assist clients to finance asset rentals. This protects organisations against depreciating assets while they benefit from the latest technology and equipment.

Specialised Finance

Specialised finance draws from an array of financial products and services, including:

- Trade securitisation and debt syndication programmes
- Commercial Property Finance
- BEE transactions
- Corporate finance
- Debt securitisation
- Large-debt asset finance
- Balance sheet restructuring

Working Capital Solutions

Merchant West Working Capital Solutions specialise in the following products:

- **Single Invoice Discounting** is best suited to companies that are experiencing growth, but do not have the capital to fund it. Working Capital Solutions discounts selective ‘Blue Chip’ debtors to free up working capital.

- **Full Disclosure Discounting**: These companies have a well-spread Debtors book, even though they are not necessarily all “Blue Chip” or Listed companies. Full Disclosure Discounting differs in that Working Capital Solutions will purchase the business’s entire Debtors Book and advance up to 80% of “fundable debtors”. This facility is fully disclosed to the debtors.

- **Trade Finance**: This product is best suited to companies who have back-to-back orders and require assistance in bridging the cycle from supplier to customer. We will import the goods for the entrepreneur, so his working capital facilities are not strained.

Website: [www.merchantwest.co.za](http://www.merchantwest.co.za)
Tel: 011 305 9400
Mike Murray - [mikem@merchantwest.co.za](mailto:mikem@merchantwest.co.za)

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Wesbank

WesBank, a division of FirstRand Bank Limited, is a leading Vehicle and Asset Finance bank and part of one of the largest financial services groups in Africa.

With over 40 years’ experience in asset finance, Wesbank focuses on providing secured instalment finance to retail, public sector and corporate markets, as well as related services such as insurance, fleet management and full maintenance rental.

Finance products include:

- Fleet Finance and Rentals
- Plant and Equipment Finance
- Agri Equipment Finance
- Commercial Vehicle Finance
- Manufacturing Equipment Finance
- Aviation Finance

Website: [www.wesbank.co.za](http://www.wesbank.co.za)
Tel: 0861 137 137 or 0861 900 900
E-mail: [finance@wesbank.co.za](mailto:finance@wesbank.co.za)
Government Grants and Incentives

The Department of Trade and Industry (the dti) offers a range of incentives and grants geared towards SMMEs.

Aquaculture Development and Enhancement Programme (ADEP)

The ADEP is an incentive programme available to South African registered entities engaged in primary, secondary and ancillary aquaculture activities in both marine and freshwater production, processing and preserving of aquaculture fish.

Applications can include new, upgrading or expansion projects.

The programme offers a reimbursable cost-sharing grant of up to a maximum of R40 million qualifying costs in machinery and equipment; bulk infrastructure; owned land and/or buildings; leasehold improvements; and competitiveness improvement activities.

Visit the dti website for more details.

Automotive Investment Scheme (AIS)

The AIS is an incentive designed to grow and develop the automotive sector through investment in new or replacement models and components that will increase plant production volumes, sustain employment and strengthen the automotive value chain.

The AIS provides for a non-taxable cash grant of 20% of the value of qualifying investment in productive assets and 25% of the value of qualifying investment in productive assets by component manufactures and tooling companies as approved by the dti.

Eligible Enterprises

- Light motor vehicle manufacturers that have achieved, or can show that they will achieve, a minimum of 50 000 annual units of production per plant, within a period of 3 years
- Component manufacturers that are part of the Original Equipment Manufacturer (OEM) supply chain
- Those that will achieve at least 25% of total entity turnover or R10 million by the end of the first year of commercial production, as part of a light motor vehicle manufacturer supply chain.

For more information, visit the dti website.

Black Business Supplier Development Programme (BBSDP)

The BBSDP is a cost-sharing grant for black-owned small enterprises to assist them to improve their competitiveness and sustainability. The programme provides grants to a maximum of R1 million:

- R800 000 for tools, machinery and equipment on a 50:50 cost-sharing basis
- R200 000 for business development and training interventions to improve management, corporate governance, marketing, productivity and use of modern technology on an 80:20 cost-sharing basis.

For more information visit the dti website.
Business Process Services Incentive

The BPS incentive aims to attract investment and create employment in South Africa through offshoring activities. These incentive grants are calculated on the number of projected offshore jobs to be created and is awarded on actual offshore jobs created.

South Africa has risen to rank among the top three global offshore locations that can provide quality English language skills and excellent writing skills on a large scale.

Enquiries:
Sidwell Medupe, Departmental Spokesperson
Cell: 079 492 1774
Email: MSMedupe@thedti.gov.za

Capital Projects Feasibility Programme (CPFP)

The CPFP is a cost-sharing grant that contributes to the cost of feasibility studies likely to lead to projects that will increase local exports and stimulate the market for South African capital goods and services.

The grant is capped at R8 million to a maximum of 50% of the total costs of the feasibility study for projects outside Africa and 55% of the total costs of the feasibility study for projects in Africa.

For more information visit the dti website.

Contacts:
James Koko - JKoko@thedti.gov.za
Tel: 012 394 1037
Pumzo Tshikitshwa - PTshikitshwa@thedti.gov.za
Tel: 012 394 1249

Clothing and Textile Competitiveness Improvement Programme (CTICP)

The CTCIP aims to build capacity among clothing and textile manufacturers and in other areas of the apparel value chain to enable them to effectively supply their customers and compete on a global scale. Such competitiveness encompasses issues of cost, quality, flexibility, reliability, adaptability and the capability to innovate.

Production Incentive (PI): Applicants can use the full benefit as an upgrade grant facility, an interest subsidy facility, or a combination of both. Eligible enterprises include clothing manufacturers, textile manufacturers, Cut, Make and Trim (CMT) operators, Footwear manufacturers, Leather goods manufacturers, and Leather processors.

For more information, visit www.ctcp.co.za or the dti website.

Co-operative Incentive Scheme (CIS)

The Co-operative Incentive Scheme (CIS) is a 100% grant for registered primary co-operatives (of five or more members). The objective is to improve the viability and competitiveness of co-operative enterprises by lowering their cost of doing business.

Eligible activities through the grant:

- Business development services (e.g. feasibility studies; manufacturing and production systems; and production efficiency and improvement, etc.)
- Technological improvements
- Machinery, equipment and tools
- Commercial vehicles
- Infrastructure linked to the project (e.g. 3-phase electricity; boreholes…)
- Working capital
The maximum grant offered to one cooperative under the scheme is R350 000.

For more information visit the [dti website](http://www.dti.gov.za).

**Contacts:**
Administrators Secretariat:
Tel: 012 394 3022
Business Development Unit:
Tel: 012 394 1115
Tel: 031 305 3389
Tel: 041 582 1267
Tel: 021 480 8051/60

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**Critical Infrastructure Programme (CIP)**

The CIP is a cost sharing grant for projects designed to improve critical infrastructure in South Africa. The grant covers qualifying development costs from 10% to 30% towards the total development costs of qualifying infrastructure. It is available to approved eligible enterprise upon the completion of the infrastructure project concerned.

For more information visit the [dti website](http://www.dti.gov.za).

**Contacts:**
Lawrence Muthapuli
Email: LMuthapuli@thedti.gov.za
Tel: 012 394 1431
Charmaine Prinsloo
Email: CPrinsloo@thedti.gov.za
Tel: 012 394 1454

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**Export Marketing & Investment Assistance Scheme (EMIA)**

The Export Marketing and Investment Assistance (EMIA) scheme develops export markets for South African products and services, and to recruit new foreign direct investment into the country.

**Eligible Enterprises**
- South African manufactures and exporters;
- South African export trading houses representing at least three SMMEs or businesses owned by Historical Disadvantaged Individuals (HDIs);
- South African commission agents representing at least three SMMEs / HDI-owned businesses; and
- South African exports councils, industry associations and JAGs representing at least five South African entities.

For more information visit the [dti website](http://www.dti.gov.za).

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**Film and Television Incentive**

The South African Government offers a package of incentives to promote its film production and post-production industry.

The incentives consist of the Foreign Film and Television Production and Post-Production incentive to attract foreign-based film productions to shoot on location in South Africa and conduct post-production activities.

To support the local film industry and boost job creation, the South African Film and Television Production and Co-Production incentive aims to assist local film producers in the production of local content.

For more information visit [the dti website](http://www.dti.gov.za).

**Contacts:**
Wendy Mphahlele - MphahleleW@thedti.gov.za
Tel: 012 394 1876
Rudi Siefert - RSiefert@thedti.gov.za
Tel: 012 394 1270
Incubation Support Programme (ISP)

The ISP aims to ensure that small, micro and medium enterprises (SMMEs) graduate into the mainstream economy through the support provided by the incubators. The ISP aims to encourage partnerships in which big business assists SMMEs with skills transfer, enterprise development, supplier development and marketing opportunities.

Incubation support will be available on a cost-sharing basis between the Government and private sector partner(s).

It is available for infrastructure and business development services necessary to mentor and grow enterprises to ensure that within 2 to 3 years the enterprises will graduate to a level of self-sustainability by providing products and services to the market.

For more details visit the dti website.

Application enquiries: appisp@thedti.gov.za
Claims enquiries: claimsisp@thedti.gov.za

Isivande Women’s Fund (IWF)

Isivande Women’s Fund is an exclusive fund that aims to accelerate women’s economic empowerment by providing affordable, usable and responsive finance. The IWF assists with support services to enhance the success of businesses. It pursues deals involving start-up funding, business expansion, business rehabilitation, franchising and bridging finance.

The Fund is managed by the Industrial Development Corporation (IDC) on behalf of the dti through a development fund manager.

Applications to the Isivande Women’s Fund should be made through http://www.idf.co.za or call 011 772 7910. Application forms can be downloaded from www.idf.co.za

Manufacturing Competitiveness Enhancement Programme (MCEP)

The MCEP – a key action programmes of the Industrial Policy Action Plan (IPAP) - will provide support aimed at encouraging manufacturers to upgrade their production facilities in a manner that sustains employment and maximises value-addition in the short to medium term.

The MCEP comprises two sub-programmes: the Production Incentive (PI) and the Industrial Financing Loan Facilities which will be managed by the dti and the Industrial Development Corporation respectively.

1. Production Incentive: The Production Incentive 80% by Rand value of the MCEP. Calculation of MCEP credits for this incentive will be up to 25% of the manufacturing value added.

For any correspondence regarding the MCEP Incentive, visit the dti website or email - MCEP@thedti.gov.za

Contacts:

Agro-processing, biofuels, forestry, furniture, timber, paper & pulp
Puleng Bothhole - Pbothhole@thedti.gov.za
Tel: 012 394 1207
**Advanced manufacturing, metals fabrication, capital, electro-technical and transport equipment**

Magdeline Thwala - mthwala@thedti.gov.za
Tel: 012 394 1089

**Non-metallic minerals, chemicals, cosmetics, plastics, pharmaceuticals, printing and green industries**

Sithembile Tantsi tsitsembile@thedti.gov.za
Tel: 012 394 1258

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**Manufacturing Investment Programme (MIP)**

The MIP is a reimbursable cash grant for local and foreign-owned manufacturers who wish to establish a new production facility, expand an existing production facility, or upgrade a facility in the clothing and textiles sector.

**Benefits**

- Investment grant of 30% of the investment cost of qualifying assets for new or expansion projects below R5 million
- Investment grant of between 15% to 30% of the investment cost of qualifying assets for new or expansion projects above R5 million
- Qualifying assets: machinery and equipment, buildings, and commercial vehicles.

For more information visit the dti website.

**Administrators:**

Herminah Lewis: HLewis@thedti.gov.za
Thato Malebye: t_malebye@thedti.gov.za
Kesentseng Moche: kmoche@thedti.gov.za

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**People-carrier Automotive Investment Scheme (P-AIS)**

The P-AIS is a component of the Automotive Incentive Scheme (AIS) and provides a non-taxable cash grant of between 20% and 35% of the value of qualifying investment in productive assets approved by the dti.

Qualifying projects will be evaluated on the following economic benefit requirements:

- Tooling
- Research and Development (R&D) in South Africa
- Employment creation / retention
- Strengthening the automotive supply value chain
- Empowerment

The approved P-AIS grant is to be disbursed over a period of three years.

For more information visit the dti website.

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**Sector-Specific Assistance Scheme (SSAS)**

The SSAS is a reimbursable 80:20 cost-sharing grant offering financial support to export councils, joint action groups and industry associations. The scheme comprises two sub-programmes: Generic Funding and Project Funding for Emerging Exporters.

**Objectives**

- Develop an industry sector as a whole
- Develop new export markets
- Stimulate job creation
- Broaden the export base
- Propose solutions to factors inhibiting export growth
The maximum allocation per project is R1.5 million. For more, visit the dti website.

Contacts:
James Koko - JKoko@thedti.gov.za
Tel: 012 394 1037
Mangi Kekan - MKekana@thedti.gov.za
Tel: 012 394 1044

Seda Technology Programme (STP)
The STP is a division of seda (Small Enterprise Development Agency) focusing on technology business incubation. STP seeks to stimulate economic growth and development through facilitating technological innovation, increasing the accessibility to (and utilisation of) technology and technical support for small enterprises, thereby improving their sustainability and international competitiveness.

STP is responsible for the provision of both financial and non-financial technology transfer, business incubation and quality support services for small enterprise.

For more details, visit the dti website.

Contacts:
Technology Transfer Unit (TTU)
Theresa Breytenbach
Email: tbreytenbach@seda.org.za
Tel: 012 441 1375

Support Programme for Industrial Innovation (SPII)
The SPII is a support programme of the dti, managed by the Industrial Development Corporation (IDC). The SPII is designed to promote technology development in industry through the provision of financial assistance for the development of innovative products and/or processes.

The SPII focuses on the product development phase, beginning post research phase and ending with a pre-production prototype.

Criteria for SPII Support:
- Development should represent significant advance in technology
- Development and subsequent production must take place within South Africa
- Intellectual Property to reside in South African registered company
- Participating businesses must be South African registered enterprises

For more information visit the website: http://www.spii.co.za

Enquiries: SPII Administrator
Nikki Gwaze - nikkig@idc.co.za
Tel: 011 269 3073
Share-Call: 086 069 3888
Tel: 011 269 3911

The Technology and Human Resources for Industry Programme (THRIP)
THRIP is a partnership programme funded by the dti and managed by the National Research Foundation (NRF). On a cost-sharing basis, THRIP supports science, engineering and technology research collaborations focused on addressing the technology needs of participating firms.

The programme aims to:
- Increase the number and quality of skills in the industry
- Improve knowledge exchange and technology transfer among researchers in universities and Science, Engineering and Technology Institutions (SETIs)
• Increase investment by industry and government, in research and technology development
• Transfer technology and product or process improvement/development, through research collaboration between enterprises, universities and SETIs.

For more information, visit the dti website.

Contact:
THRIP Marketing Officer
Etresia Diedericks
E-mail: etresia@nrf.ac.za
Tel: 012 481-4040

For more information on government incentives, visit http://www.investmentincentives.co.za/

Compiled on behalf of Business Partners Limited and the SME Toolkit South Africa, last updated: October 2016.

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